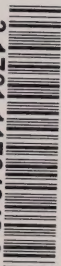


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# ABORIGINAL

Premier Issue

# BUSINESS COURIER

Industry, Science and Technology Canada's Aboriginal Economic Programs Newsletter

## Minister's Message

Welcome to the premier issue of Aboriginal Business Courier!

I am very pleased to be able to launch this newsletter which will bring you news and information about Industry, Science and Technology Canada's Aboriginal Economic Programs, but more importantly, about many of the exciting business activities being undertaken by Aboriginal entrepreneurs all across the country.

In my role as Minister responsible for the development of small and medium-sized businesses in Canada, I can tell you that Aboriginal people are entering the world of business in rapidly growing numbers. Talented young people, women entrepreneurs and increasingly skilled individuals are coming forward with business ideas for themselves and for their communities. It is therefore all the more important that ISTC's new Aboriginal Economic Programs have been designed to respond to this initiative.



I believe that Aboriginal business is good business. Through the pages of this newsletter, and in the issues to come, we will feature some of the very real examples of the

Aboriginal business achievement we see in our day-to-day work with Aboriginal clients. I hope that many of you will be encouraged by the stories, and be challenged by them.

*The Honourable Tom Hockin,  
Minister of State  
(Small Businesses and Tourism)*



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Technologies Canada



# Ken Thomas: Let's Work Together

*Pelican Lake, Saskatchewan*

Ken Thomas, Chairperson of the Aboriginal Economic Development National Board, says that cooperation from Aboriginal clients is essential to the Canadian Aboriginal Economic Development (CAED) Strategy's success: "We can only achieve this huge objective of Aboriginal economic development through partnership and cooperation."

Mr. Thomas, of Saskatchewan's Pelican Lake reserve, is one of Canada's successful Aboriginal entrepreneurs. He is the president of SIAP Marketing Inc., an international marketing company that sells wild rice world wide, and chairperson of LaRonge Industries, Saskatchewan's largest single producer of wild rice.

Among his many accomplishments, Mr. Thomas is also program manager of Saskatchewan Indian Agriculture Program Inc., and president of its wholly owned subsidiary, Saskatchewan Indian Loan Corporation Ltd. Mr. Thomas' resume makes it clear why he was appointed Chairperson of the National Board.

Mr. Thomas says the program is responsive to Aboriginal requirements. Built into the CAED Strategy are the recommendations of Aboriginal people themselves on how economic development programs can best meet their needs. These recommendations came out of a two-year consultation with Aboriginal peoples and their organizations in every region of Canada.

Participants in the consultation said they wanted economic development programs that would fit together. Further, they wanted programs that would be flexible enough to meet the diverse economies and wishes of Aboriginal people across Canada.



*Ken Thomas, Chairperson of the Aboriginal Economic Development National Board.*

The CAED Strategy's integrated, streamlined approach is designed to address these issues.

Ken Thomas wholeheartedly endorses the major opportunities the new Aboriginal Economic Programs make possible, and as past chairperson of the former Native Economic Development Board, he is in an excellent position to know what changes have been made.

Under the old program, he says, "We could not fund joint ventures that were not majority-owned and controlled by the Aboriginal partner. And that prevented us from doing some of the larger deals. Under the new program we should be able to do more joint ventures."

"Another area that has changed is the acquisition of existing businesses. Under the old program, the only existing businesses that were eligible were ones that had ceased or were about to cease due to circumstances beyond the control of the vendor.

"Under the new program we can do some of these kinds of deals. So I'm hoping that we've made the CAED Strategy, particularly the Aboriginal Business Development Program, much more a program that can work for the Aboriginal business person."

Mr. Thomas also points out that the CAED Strategy allows for the expansion of services of a network of Aboriginally owned and controlled

*continued on page 3*



# Six Nations launches lending corporation

*Ohsweken, Ontario*

The Six Nations Community Development Corporation launched its on-reserve financial services institution on September 10, 1990. The Corporation will support the development of businesses owned by members of the Six Nations of the Grand River.

In attendance at the opening ceremony were the Honourable Tom Hockin, Minister of State for Small Businesses and Tourism, Six Nations and Barbara Bomberry, Community Development Officer and Chairperson of the Corporation.

The Corporation received a contribution of \$2.5 million from the federal government's former Native Economic Development Program.

Six Nations is located in southern Ontario. With a membership of over 11,000 people, it is one of the largest native communities in Canada. There are over 200 businesses operating in Six Nations. The Corporation will build on this record, providing term loans for the



***We're open for business!***

*(L to R) Bob Dickson, new Aboriginal Economic Programs Regional Director for Ontario, Sandra Garlow and Lewis Staats of the Six Nations Community Development Corporation, Minister Hockin, and the Development Corporation General Manager, Barbara Bomberry.*

establishment, expansion, modernization, and acquisition of Aboriginally owned businesses. This

brings to 27 the number of ISTC - supported Aboriginal Capital Corporations in Canada

*continued from page 2*

capital corporations. These financial institutions provide direct lending and advisory services to Aboriginal businesses.

Based on experience and as the lessons of previous economic development programs have taught, Mr. Thomas knows that only commercially profitable projects can contribute to self-sufficiency.

Clients applying under the Aboriginal Business Development Program must not only have a good idea, but also equity, management skills, and a sufficient market.

Mr. Thomas is able to point to other Aboriginal business persons who have managed to turn a particularly innovative idea into a

profit making enterprise. An example is a joint venture between Quebec's Waskaganish Band of southern James Bay Cree and Japan's Yamaha Corporation to build fibreglass boats.

Kaaydah Schatten, who established Ceiling Doctor International, is another remarkable success story says Mr. Thomas. In 1984 Ms. Schatten received a small contribution from the former Native Economic Development Program to set up a business using a chemical process on which she holds a methods patent. Her company cleans industrial and commercial ceilings.

Today she has expanded her business to include a total of 81 franchises across Canada and in the United States, Ireland and Japan.

Mr. Thomas is expecting more of these kinds of imaginative proposals from Aboriginal entrepreneurs in the future.

He is also clear about areas in which ISTC's Aboriginal Economic Programs will focus. "We're aware, for example, that we need to maintain our focus on Aboriginal women," he says. "We are currently working with Aboriginal women's organizations to improve business opportunities for women."

The chance to help support all kinds of Aboriginal businesses is the reason Mr. Thomas agreed to chair the National Board and get involved in the CAED Strategy. "Frankly, I really enjoy the work," he says. It's an opportunity to deal with likely the most entrepreneurial Aboriginal people in this country.



# Location and service are the keys to success

## *North Vancouver, British Columbia*

They travel by air, sea and land, but year after year they find this spot along the Capilano River, in North Vancouver, B.C. It is this continuous cycle upon which the Baker family, all descendants of the Capilano people, expects to make an economically sound future.

At first it was the salmon and the forest which provided the staples for the Bakers and other families of the Capilano people for thousands of years. Now it is the tourists who come as well to the River, season after season.

The mysteries of life aside, it is location, location, location, and service which are the four key elements of a successful R.V. park operation says Frank J. Baker. He is the General Manager of the family owned business which was started by the late Dan Baker of the Squamish Nation. Capilano R.V. Park is now solely owned by Lucy E. Baker (mother) and brothers and sisters: Frank, Dennis, Darlene, Wayne, Wade and Pam.

Of the three, five star rated R.V. parks in Canada, Capilano R.V. is ranked second.

As an entrepreneur, Mr. Baker demonstrates important business skills. He has undertaken careful and focused marketing campaigns; he pays special attention to providing and maintaining high quality service, and recognizes that the needs of the customer come first. Equally important, he is a top-notch financial manager.

In 1987 Mr. Baker decided to upgrade the R.V. park operation of their business. The Bakers also own Capilano Mobile Park. They decided to build a recreation vehicle park similar to standards found in California, USA.



*Capilano R.V. Park offers excellent service and is one of the most highly rated R.V. parks in Canada.*

The renovation was completed in June 1989 with the help of a contribution from the Native Economic Development Program, an investment from the Baker family and a loan from the Canadian Imperial Bank of Commerce. The financing was split by the three sources.

Today, Capilano R.V. offers level concrete pads surrounded with landscaping and lawns. Each site has a picnic table, 30 amp electrical, telephone and cable hook-ups, water and sewer. Other amenities include new washrooms, free showers, laundromat and video games room. As well guests are welcome to enjoy the Cedar Room with its ten person jacuzzi.

"The potlatch is an occasion for sharing and for marking important events for West Coast native peoples." "Peace, weddings and the passing of a member of the tribe are occasions for which a potlatch is held. During these ceremonies guests from far away were often invited to attend as witnesses and guests."



*Frank J. Baker*

Baker said that from these traditions the native people of the coast have a strong basis upon which to draw in their present lives. The tradition of hosting and feeding large numbers of people is essentially the same tradition of service extended at the Capilano R.V. Park.



# Band owned motel opens in Rae Lakes

*Rae Lakes, Northwest Territories.*

The Gametti Motel officially opened for business in the summer of 1990 and is owned by the Gametti Development Corporation, whose shareholders are the members of the Rae Lakes Band.

"The Gametti Motel can now serve as a focal point of future growth for Rae Lakes," said Tom Hockin, Minister of State for Small Businesses and Tourism at the grand opening ceremonies.

"Projects of this size have a very significant impact on a small community."

"They can generate income for owners and local suppliers. Moreover, as is the case with this motel, there are additional employment and skills training opportunities to be realized." Mr. Hockin explained.

The Aboriginal Business Development Program contributed \$150,000 to the Gametti Development Corporation for the motel development. The Rae Lakes Band contributed \$185,000. The Corporation also received funding from Indian and Northern Affairs (\$50,000) and the Government of the Northwest Territories (\$100,000). The total cost of the project is \$485,000.

The general manger for the Gametti Motel is Doug Rankin. He says the Motel has a steady clientele of government representatives and contractors who work in the Rae Lakes area 500 kilometres west of Yellowknife.

As well as eight rooms, the Gametti Motel offers restaurant and laundry services. Rankin said the restaurant also has a great bakery service which is in good demand. Rae Lakes has an airport with daily flights to and from Yellowknife.



*Chief Peter Arrowmaker of the Rae Lakes Band tells Minister Hockin about the importance of the new band - owned Gametti motel to the community of Rae Lakes.*

During a visit to Rae Lakes, visitors may take advantage of hunting and fishing. Gametti Motel can assist in making arrangements with local guides. Rankin said the Motel is also considering offering arts and crafts at the Motel produced by local artists and crafts persons.

## ABORIGINAL BUSINESS COURIER

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If you would like to receive future copies of this newsletter directly, please call the nearest Aboriginal Economic Programs office as listed on page 12.



# Dan Dee's Restaurant triples business

## Stonewall, Manitoba

At 4:30 in the morning Shirron Sanderson puts on the coffee and starts to heat the grill for the early birds who begin to arrive at 5:00 am. On a typical day in autumn, hungry construction workers and hunters visit the restaurant just as the Sandersons figured they would in their business plan.

The restaurant is family owned by husband and wife Lawrence and Shirron Sanderson and their son Lawrence Jr. Lawrence Sr. is a Metis from The St. Laurent Metis settlement.

Dan Dees Restaurant is located in Stonewall, Manitoba, a half hour drive from downtown Winnipeg.

"I was working at Three Mile corner at a restaurant and my husband wanted rent space for upholstery," said Shirron. The owners of Dan Dees asked Lawrence if he was interested in the whole building. "We talked it over and decided to try it (the restaurant business) for ourselves."

The business has tripled since the Sandersons took over the restaurant.

When asked about the success of the new business, Shirron said, "I believe it has to do with the menu and increased seating capacity." The Sandersons renovated the main seating area, removing partitions and inserting booths which Lawrence Sr. designed and built. Lawrence makes furniture for a living and maintains a full time job with a furniture making company.

Attached to the main seating area was a large unused room. The Sandersons put in new dry wall, tables and chairs. They can now offer banquets space for parties up to 40 people.



*Shirron Sanderson and Diana Mollard welcome patrons to Dan Dee's Restaurant.*

The menu includes roast beef, hamburgers, fish and chips, pork cutlets, veal cutlets and so on.

"I really enjoy the work. I like to meet the people who come to the restaurant," said Mrs Sanderson.

The hunters mainly come from the United States for deer, ducks and moose. There is also good fishing nearby. The restaurant is located conveniently near a campground. Hunters come in early in the morning then return in the evening for supper.

Shirron was aware of the pattern of hunters visiting the area. "We were pretty sure we could make a go of it before we started," she said.

## Traditions inspire survival

Aboriginal businesses have a survival pattern similar to small businesses in general. Failure rates range between 40 - 60 percent in the first three years of operation. New retail establishments have the highest risk rate. On average, businesses in traditional activities survive longer.



# Creating community economies means jobs

## *Waskaganish, Quebec*

"I've seen cases where a guy who had a job for the first time was able to buy hockey equipment for his son. You should see the way the young man looks at his father; and the way the man felt about being able to buy the hockey gear for his son."

It is experiences such as this that inspire and reward Mr. Albert Diamond, Chairperson of the Aboriginal Economic Development Eastern Board.

Mr. Diamond, of Quebec's Waskaganish Reserve, says he first started paying attention to financial management and administration when he was made chairperson of the finance committee of the Grand Council of the Crees of Quebec. From that point on, his experience in business was to grow in leaps and bounds, all based on plenty of hard work.

Following the settlement of the James Bay Northern Quebec Agreement, Mr. Diamond was named president of CreeCo, the holding corporation set up to invest Cree monies obtained from the claims settlement.

"We invested \$20 million of Cree money into the corporation. We started a construction company, aviation company, and food distribution company, and we invested in real estate. We also have a loan fund," said Mr. Diamond.

As president of CreeCo, Mr. Diamond also acted as president of the Cree Construction Company. "When I came on," he says, "we had about \$1 million worth of business. We are now up to \$47 million. In the last three years, the average profit has been about \$1.5 million a year."

In addition, Mr. Diamond and his brothers operate five businesses in Waskaganish: a grocery store, dry goods store, distilled water distribution company, video rental outlet and an outfitting camp.

Mr. Diamond is enthusiastic about the CAED Strategy's potential for furthering Aboriginal peoples' economic self-reliance, from both the individual and community points of view.

The CAED Strategy's integrated structure ensures that Aboriginal peoples' requirements are answered in all areas of economic development,

whether it is training, improved access to resources or sound advice from experts.

"It's very clear in my mind," Mr. Diamond says, "that we're not going to put money in a business that's not going to make it." Members of the Aboriginal Economic Development Boards are successful Aboriginal businesspersons, therefore, they are

*continued on page 8*

## Lucy's Truck Stop Route 450

### *Lagaceville, New Brunswick*

The truck driving duo of Lucyetta and Jerry Savoie are no longer on the road - they are beside the road. After 20 years of driving trucks this pair decided to start a "truck stop" in Lagaceville, New Brunswick.

Lucy's Truck Stop offers a restaurant, grocery, fuel pump station and rest stop with showers. Mr. Savoie said they offer the same type of service he always looked for when he was hauling goods all across Canada and the United States.

Mr. Savoie says there were times when they would be travelling up to three weeks at a time. Home cooked meals and a hot shower were always a welcome treat during a long haul. He said these are the same type of services he offers to guests at their place of business.

Mr. Gary Gould is a member of the Aboriginal Economic Development Eastern Board. He attended the recent official opening of the Truck Stop.

"Located on the main highways to Tracadie, Newcastle and Moncton, Lucy's Truck Stop will serve primarily the summer tourism and spring trucking markets," said Mr. Gould.

"Economically, the impact of the new business will be considerable," Mr. Gould added.

"The total cost of the project is estimated at over \$290,000 and it will create at least four full-time, and two to three part-time jobs.

Mrs. Savoie is from the Burnt Church First Nation. Mr. Gould acknowledge her as one of an increasing number of Aboriginal women who serve as excellent examples of entrepreneurship.

The Savoies owned two eighteen wheel trucks from their previous business. Mr. Savoie said they sold the trucks and used the money for their new business venture.

The Truck Stop is open 24 hours a day which means some long days for the Savoies. Mr. Savoie said they don't mind the hard work they are doing since it will pay off in the long run. The business actually began operation in June of 1990 but the official opening was held in September 1990. Since starting the business Mr. Savoie said the business has been doing well.

Lucy's Truck Stop is also preparing a new dining-room facility for banquets. Mr. Savoie said that before the construction was even completed on the renovation, groups were booking the banquet room. They have received a lot of support from the local people. He said there are many regulars who come to dine in the evenings.



# Dialogue on business

## *Quebec City, Quebec*

The Institute for Research on Public Policy sponsored a three-day National Conference on Native Entrepreneurship, with the support of the Grand Council of the Crees (of Quebec) and several other organizations on August 16-18, 1990.

Tom Hockin, federal Minister of State (Small Businesses and Tourism) announced that Industry, Science and Technology Canada contributed to the cost of staging the conference, through the Research and Advocacy Program of the Government of Canada's new Canadian Aboriginal Economic Development Strategy, as well as through the Entrepreneurship Awareness Program of ISTC's Entrepreneurship and Small Business Office.

The Grand Council of the Crees (of Quebec) is a Status Indian organization which represents the

Crees of James Bay in northwestern Quebec. The Institute for Research on Public Policy is a national independent body which is concerned with wide policy decisions. In staging the conference, the organizers were seeking to achieve the following:

- create an awareness of Aboriginal entrepreneurship;
- provide a forum for dialogue between Aboriginal and Non-Aboriginal business persons and academics; and
- identify ways of supporting Aboriginal entrepreneurship.

"As the department responsible for the continued growth of small businesses and entrepreneurship in Canada and as one of the partners of the CAED Strategy, Industry, Science and Technology Canada sees this conference as an excellent means to encourage entrepreneurial capacity in the Aboriginal private sector,"

Mr. Hockin said.

"I commend the organizers of this multi-faceted event for their efforts which have the potential to result in far-reaching economic benefits to Aboriginal communities across the country."

The Research and Advocacy Program of the CAED Strategy provides financial support to conferences and seminars and certain public information activities which will bring business or economic development benefits to Aboriginal Canadians. The Program also seeks to promote a greater awareness of Aboriginal business achievement.

ISTC's Entrepreneurship Awareness Program offers financial support to projects initiated by non-profit organizations whose major objective is the promotion of the social, economic and cultural benefits of entrepreneurship.

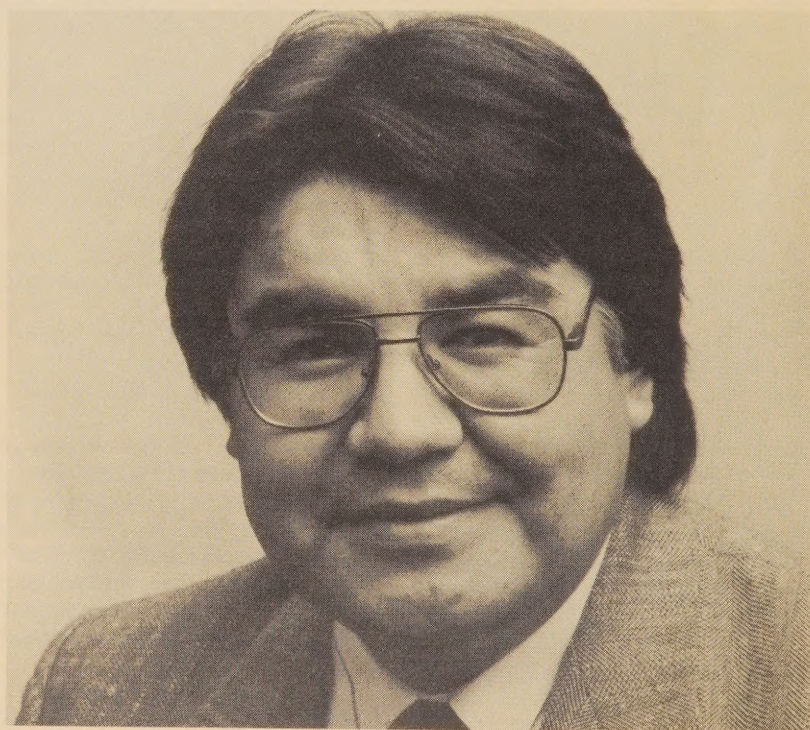
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in the best possible position to advise native people as to why a particular project would not be a moneymaking venture, and to suggest other options.

Mr. Diamond would like to see some businesses started by Aboriginal people who live in cities, who often, he says, "have an even tougher time than the native person who is on the reserve." He also sees great potential in cottage-type industries, and in natural resource development, like fish or fox farming. In the fur trapping industry he would like to see Aboriginal people "get into the fur brokerage, farming and manufacturing of garments."

He also encourages Aboriginal people to think big.

"I think it's just a matter of having confidence," Mr. Diamond said.



*Albert Diamond, Chairperson of the Aboriginal Economic Development Eastern Board.*



# "Strike while the iron is hot"

## *Fort Norman, Northwest Territories*

We're entering a new phase in the Aboriginal community.

"We're looking for good, sound proposals, and good, sound business practices," says Metis businessperson Leo Hardy. "We want native people to participate more in the economy of Canada."

Mr. Hardy believes in the CAED Strategy's potential for furthering Aboriginal people's self-reliance. "I see it as good leverage for Aboriginal people to develop autonomy in the business community," he said. "It's an opportunity for them to get into business."

Mr. Hardy has 20 years' experience in the field of business. Born and raised in Fort Norman, Norman Wells region of the Northwest Territories, he has been chairperson of the Board of Metis Development Corporation (MDC) for over a decade. He also chairs some of the smaller corporations within the Metis communities of the N.W.T.

Activities in which Mr. Hardy has been involved through the Metis Development Corporation include: office complex, an oil drilling company, office and building supply companies, and joint ventures. "I'm proud of the MDC," he says. "We built it up from nothing, to what it is today."

Mr. Hardy is also President of Norwel Development Ltd., which is active in business including a hotel, food and hardware retailing, camp and catering in the oil patch, a small airline, a golf range, and a contracting business which builds homes.

Mr. Hardy's business acumen and breadth of experience were obvious factors in his appointment as chairperson of the Aboriginal Economic Development Western



*Leo Hardy, Chairperson of the Aboriginal Economic Development Western Board.*

Board. The Board reviews requests for federal program investment in Aboriginal business projects originating west of the Ontario/Manitoba border including the Yukon and Western Northwest Territories.

Mr. Hardy is positive about the new Aboriginal Economic Programs' coordinated approach "It's business orientated," he says. "The Minister of Small Businesses and Tourism has looked on it as a business arena, rather than a bureaucratic arena, although the two work hand-in-hand. By that, I mean we can use consultants and the outside business community in addressing business, rather than the government addressing business."

One of the new program's advantages he said, will be a greater efficiency. "I think we can do things

faster now. In the past, economic development programs were bogged down in the bureaucratic system, and it was too difficult to use. In my own experience, I have never used a government loan or grant, because you couldn't strike while the iron was hot! It simply took too long. ISTC's Aboriginal Economic Programming changes that. It's much better for the up and coming businessperson." He compared the system in place today to that of dealing with commercial lending institutions such as banks. Native people are now accessing funds on the same level as any other businesses.

As the results of previous federal economic development programs show, only commercially profitable ventures can contribute to self-

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# Aboriginal business leaders



*Member of Parliament Barry Moore (right), Parliamentary Secretary to the Minister of State (Small Businesses and Tourism) congratulates (l-r) Ruth Williams and Donald Moses who were selected by their central interior B.C. communities for "Aboriginal Business Leadership" Awards.*

*continued from page 7*

sufficiency. "I'm looking for viable businesses that can show a profit," Mr. Hardy said. "We want our people to be profit oriented."

Hard work, Mr. Hardy maintains, is the most important thing in building up a business.

"To be a business person, it isn't an eight hour day, five days a week job. A business person lives, eats and sleeps his/her business. Putting in an application to get into business isn't the golden road that most people believe it is. They have to recognize that whatever you set out to do in business, you have to roll up your sleeves, and you have to build up a team that's capable of delivering that hard work."

Mr. Hardy said his reason for serving as Chairperson of the Western Board is, "a general ambition to see Metis and Aboriginal people prosper in the economy of Canada. In other words, I am just doing my part."

## Aboriginal Economic Programs Notes:

- Over the past year, ISTC has approved AEP investments for over 600 business projects across Canada.
- This represents federal contributions of almost \$40 million to Aboriginal business.
- Seven new AEP offices have been opened, bringing the number offering service to twelve across the country.
- There are currently 27 Aboriginal Capital Corporations in operation, providing increasingly diversified financial services to Aboriginal businesses.



# Enterprising Aboriginal people needed

There are an estimated 6,000 Aboriginal businesses in Canada. These enterprises are similar to most Canadian small businesses in size and type of activity. However, their development generally is at a beginning stage.

In contrast to the general population of Canada, there is only one Aboriginal owned business for every one hundred native people. The figure for non-natives is one business per 30 people.

## Wild about rice

Resource-based businesses provide the greatest potential for rural and remote communities. For example, an international demand exists for lake-grown wild rice, and the potential yield is worth more than \$100 million yearly in the long run. On the reserves in Ontario, only about 4800 hectares or six percent of arable land of fair to good quality was under cultivation in 1987. The potential exists to support up to 330 full-time farm operations, or 12-15 times the current level of farming activity.

# Finding the right market

In rural and small towns, the economic activities open to Aboriginal businesses are more varied than those in isolated communities. Entrepreneurs are moving beyond gas stations, restaurants and grocery stores. Aboriginal people are now offering automobile repair, construction, light manufacturing, agricultural and food processing, and

recreational services.

With many Aboriginal people living in these settings there is a chance to start businesses which make use of the resources at hand. For example, there are opportunities to start businesses in areas such as game ranching, fur farming and aquaculture.

## Opportunities for Aboriginal Business

Through the **Aboriginal Business Development Program**, Industry, Science and Technology Canada provides financial and development assistance to help Aboriginal individuals and communities establish or expand commercial ventures.

This program is part of the Government of Canada's **Canadian Aboriginal Economic Development Strategy**.

**If you have a business idea, or would like more information, call the nearest ISTC Aboriginal Economic Programs office:**

Halifax (902) 426-2018  
Montreal (514) 283-1828  
Toronto (416) 973-8800  
Ottawa (613) 954-4064  
Winnipeg (204) 983-7316

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# CAED Strategy component programs

The Canadian Aboriginal Economic Development Strategy has eight component programs, all designed to work together in support of the goal of Aboriginal economic self-reliance.

*The Aboriginal Business Development Program* administered by Industry, Science and Technology Canada (ISTC) gives Aboriginal individuals and communities improved access to capital and support services they need to start up business ventures, acquire and/or expand existing businesses.

A *Joint Ventures Component*, also delivered by ISTC, helps Aboriginal businesses build new and profitable links with other companies in the national economy, thus opening up opportunities for the transfer of management, technical and other business skills to Aboriginal people.

ISTC also administers the *Aboriginal Capital Corporations Program* to foster the network of autonomous Aboriginal financial institutions (ACCS), established in recent years across the country.

The two components delivered by Indian and Northern Affairs Canada (INAC) are geared to the development of Aboriginal communities. The *Community Economic Development Program* builds on the current INAC, EIC and ISTC initiatives to help Aboriginal people and their communities undertake the necessary planning, programming and organization to direct development of their own business and employment opportunities.

The *Resource Development Program* makes assistance available to Aboriginal communities to negotiate access to benefits from major resource projects.

Employment and Immigration Canada (EIC) also delivers two of the CAED Strategy's components. The *Skill Development Component* will expand Aboriginal peoples' managerial, professional and vocational skills.

The *Urban Employment Component* delivered by EIC in consultation with provincial and municipal governments, will help

Aboriginal people who live in cities to find viable employment through training and work experience initiatives. In these components, Aboriginal people will be involved in the planning of local strategies.

Together, ISTC, INAC and EIC deliver a *Research and Advocacy Component*, which coordinates the individual work of the Strategy partners and provides a public information function.

## Aboriginal Economic Programs

If you have a business idea, or would like more information about ISTC's Aboriginal Economic Programs (AEP), please contact the AEP office nearest you:

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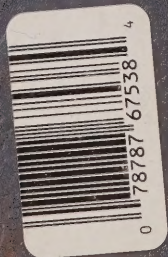
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